

LETTERS

**by W. D. Gann
(to John H. Spohn and Dr. John De Jonge)**

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SCIENTIFIC ADVICE
AND ANALYTICAL REPORTS
ON STOCKS AND COMMODITIES

W. D. GANN
50 BROAD STREET
NEW YORK

CABLE ADDRESS "GANNWAVE"
PHONE BROAD 1035

April 1st, 1926.

Mr. John H. Spohn,
P. O. Box 95-96

Dear Mr. Spohn:

Your favor of March 28th received and I note that you have secured a list of names for which you expect to claim some business for my Service. I will be glad to furnish you any literature that you need, or if you want to send the list of names in I will circularize them and pay you commission just the same on anything you get.

There are thousands of people patronizing fakers and clairvoyants who know nothing about the market, and paying out their money for advice which causes them to lose their money in the market. Many of these people would subscribe for a good market advice if they knew about it.

I have read Professor Moore's book and the trouble with him was that he failed to get the right time factor and of course did not know the cause behind market movements.

You will find Schuster and Fourier theories helpful in analyzing the market.

Yours very truly,



WDG/PE

W. D. GANN

72 WALL STREET

NEW YORK

SCIENTIFIC ADVICE
AND ANALYTICAL REPORTS
ON STOCKS AND COMMODITIES
AUTHOR OF "TRUTH OF THE STOCK TAPE"

MEMBER
AMERICAN ECONOMIC ASS'N
ROYAL ECONOMIC SOCIETY
CABLE ADDRESS "GANWADE"

July 9, 1927

Mr. J. H. Spohn,
Post Office Box No. 95,

Dear Mr. Spohn:

You, as an intelligent man, know that the way to succeed as a speculator or investor is to have a successful plan and follow it.

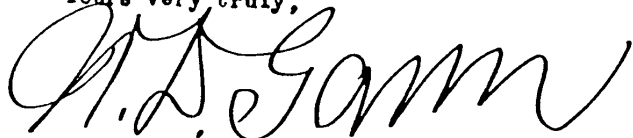
Livermore has certain fixed rules which he follows in his trading. He watches for certain signs, then makes his trades. You will make the greatest success WHEN you KNOW the scientific rules for forecasting stocks and commodities, because you can trade with greater confidence.

You are eligible to enter my Summer Class of Stock and Commodity Scientific Forecasting which opens August 2nd. My latest discovery - the Master Time Factor - will be taught you. I will instruct you in the seasonal trend of man which will enable you to KNOW the times and seasons when you can succeed best. This is of great value.

The price of the Forecasting Method will be reduced because it is just as easy to teach 12 at the same time as one. The Class will be limited to 12 Students. For those unable to come to New York for personal lessons, I have prepared a Special Course of Instruction.

If you are interested, please fill out and return the enclosed blank and you will receive full details.

Yours very truly,



WDG-CM

Enclosures

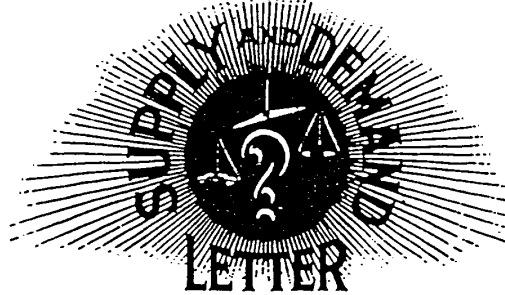
CABLE ADDRESS: GANWADE.

SMALL SUPPLY.
LARGE DEMAND:
RISING PRICES.

LARGE SUPPLY.
SMALL DEMAND:
FALLING PRICES.

SCIENTIFIC ADVICE
ON
STOCKS, COTTON, GRAIN.

ANALYTICAL REPORTS
ON
MARKET CONDITIONS.



W. D. GANN

78 WALL STREET, NEW YORK

Sept 6th 1927.

Mr. John H. Spohn,
P. O. Box 95,

Dear Sir:

Your letter of September 2nd received with check
for \$10.00.

I am enclosing a copy of the horoscope of the
Chicago Board of Trade for the second incorporation of Feb-
ruary 18th, 1859.

I think that if you will use the opening time,
9:30 A.M., Chicago Time for the Ascendant, you will find
it works out all right and also calculate the progress pos-
ition according to this.

I am enclosing a copy of my Supplements on Cotton
and Grain for the Month of September, however I don't see
how this can be of much value to you as you do not have the
Forecast and are not receiving the Tri-weekly Letters or
Weekly Letters of any changes. I presume you simply want to
watch it and that is why you have ordered it.

Yours very truly,

WDG-1
encl

WALL STREET STOCK SELECTOR
NEW STOCK TREND DETECTOR
48 YEARS IN WALL STREET
HOW TO MAKE PROFITS IN COMMODITIES

W. D. GANN
820 S. W. 26TH ROAD
MIAMI 43, FLORIDA

December 30, 1952

Dr. John De Jonge
30 West 8th Street
Holland, Michigan

Dear Dr. De Jonge:

Your letter of December 23rd received together with Soy Bean Charts which I am returning herewith. You are quite right in your interpretation Soy Beans are getting ready for a big decline and I believe they will decline eventually to \$2 per bushel or lower. The Time Period from December 28th 1932 to December 28th 1952 was 20 years and this is very important for a change. The next important Time Period will be February 15th which is 33 years from the high of 405 Feb. 15, 1920. Therefore November 15, 1953 will be 405 months the square of time with price from extreme high and as a rule in the last stages of these great squares there is a sharp decline. Beans have been in such a narrow range for such a long period of time that they should now decline very fast. I am confident that General Eisenhower will bring about peace in Korea and also reach an agreement with Stalin which will prevent a third World War. This will be very bearish on all commodities.

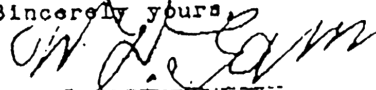
For forecasting 1953 you can use the past cycles on wheat using the years 1853, 63, 73, 83, 93, 1903, 13, 23, 33, 1943. Consider the 30 and 60 year cycles the most important. Also the 7 year cycles such as 14, 21, 28, etc.

You will note that the last extreme low was Feb. 27, 1933 and 1953 will be the 21st year and the trend should start down in February if it has not already started down.

For many years I have been working on a Master Mechanical Time and Trend Calculator which will not only save 90% of the work on Charts but give accuracy in determining the trend, time periods, and resistance level. I finished this Calculator in Sept. 1952 and have patented it and have the charts made up. You do not have to put on any time periods or put any angles on. You lay the Master Calculator on over your chart, daily, weekly, or monthly and it gives you the trend at a glance together with the next price or resistance level. One man who has used this chart and made \$78,000 in the past few months paid me \$4000 in addition to payments for all my courses. He says it is the greatest invention since the "wheel". If you would like to have it I'll make you a special price on it. Any human being can make a mistake but this Master Calculator prevents mistakes of any kind.

Wishing you a Happy New Year and great success, I am,

Sincerely yours,



AUTHOR OF
TRUTH OF THE STOCK TAPE
WALL STREET STOCK SELECTOR
NEW STOCK TREND DETECTOR
45 YEARS IN WALL STREET
HOW TO MAKE PROFITS IN COMMODITIES

W. D. GANN
820 S. W. 26TH ROAD
MIAMI 43, FLORIDA

January 12, 1953

Dr. John De Jonge
30 W. 8th Street
Holland, Michigan

Dear Dr. De Jonge:

Your letter of January 7th received. Soy Beans are certainly acting right and the main trend is definitely down. I do not understand why you trade in September beans. They never work as good as the May, July and November options. To make a success in trading you must stick to the trend and change when it changes. Be neither a Bull or a Bear. Follow the rules strictly.

Unless there is a very sharp severe decline in Soy Beans in the month of February I do not expect them to make low for any important rally. They should run down until April or May.

My new calculator helps you to see the trend easily and quickly and if you will follow what it indicates you will make a greater success. When a change is indicated you must get out of the market and take the other side. This new calculator is worth a fortune to any man who will follow it because it saves making mistakes and saves time. It is made on plastic and is much clearer than glass. You simply lay it over your charts and get the time periods, resistance levels and angles without doing any work. You know that I never try to sell you or any man something that they do not want but I do feel this will be of immense value to you. I am charging other people \$1,000 in addition to the regular prices of the courses. If you want it I will make the price to you of \$500. You can pay me \$250 cash in advance and pay the balance at the rate of \$50 per month.

With kindest regards to you and the boys, I am,

Sincerely yours,

